

# Nitesh Bhogle

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MRUDUNGACHARYA NARAYANRAO KOLI NAGAR,  
BEHIND SHIVSENA SHAKHA, MAHIM-16  
MUMBAI, Maharashtra

## Summary

Result Driven, Target Achiever Sales Manager with 5+ Years of work experience in B2B Segment. Excellent interpersonal skills, highly adaptive nature, attention to detail. able to build good relationships with customers.

## Experience

### Assistant Sales Manager

IndiaMART InterMESH Ltd • MUMBAI, Maharashtra

01/2019 - 03/2021

- Ensure High-quality service delivery to identified clients.
- To penetrate all targeted key accounts and originate upselling opportunities for the company's products and services. Identify decision-makers within targeted leads and initiate the sales process.
- To manage time and workflow and create effective client meeting plans.
- To set up and deliver sales presentations, product/service demonstrations.
- Will be responsible for key client retention, per key client revenue optimization renewals & new sales.
- Collect the payment as per company standard.
- Coordination between customer & internal process team to successfully onboarded catalog in the portal.

### Business Executive

MAPRO VENTURES LIMITED • MUMBAI, Maharashtra

01/2017 - 12/2018

- Gathering a requirement to the client and analyzing the requirement & allocated tasks to respective teams.
- Delivered software presentation & services for prospective leads.
- Maintain and develop good relationships with clients via call or email.
- Negotiate with client for successful closure.
- Followup with clients for payment with the help of an accounting ledger.
- Generate more leads using the help of existing referral clients, social media, industry workshops.
- Training and Support gave to the client.

### Marketing Associate

MAPRO VENTURES LIMITED • MUMBAI, Maharashtra

06/2015 - 12/2016

- Creating seasonal marketing campaigns, social media campaigns & additional promotions as required with the marketing team.
  - Arrange ATL activities with target customer focus area help of Banner hoarding, a local newspaper, paper flyers, areawise TV cables & manage people also for BTL activities like store promotion, van promotion.
  - Analyzing & prepare daily, weekly & monthly sales data with product & transactions.
  - Take customer feedback via call, email, and face to face meeting.
  - Coordinating with workshop managers to provide good quality service & reduced the service issue.
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## Skills

- Business Development
- Team Leadership
- Revenue Management
- Client Relationship Management
- Team Building
- Marketing Strategy
- New Business Development

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## Education

### **Master of Science in Information Technology**

University of Mumbai • MUMBAI, Maharashtra  
06/2016

Post Graduate in Master of Science in Information technology in the year 2016 with 62%

### **Bachelors of Science in Information Technology**

University of Mumbai • MUMBAI, Maharashtra  
08/2013

Graduation in Information technology in the year of 2013 with 60%

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## Languages

- English
- Marathi (Marāṭhī)
- Hindi